HELP WANTED AND TELEPHONE DIRECTORY ADVERTISEMENTS

HELP WANTED-MALE.

ADVERTISING SERVICE. ADVERTISING SERVICE.

We wish to add to our staff a young man of experience in the advertising-writing field. This opening is created by the increasing semand for our service and carries with it hat opportunity for a real future that is may to be found in a fast growing business. The duties include the handling of considerable correspondence and the writing of all yose of copy, from newspaper advertisements to booklets in a highly specialized line. To a young man of unusual ability who has a special fondness for this kind of work the booklet of the control of the future. However, it is performance that counts in this business, and until a man can you himself he must expect a moderate plary. Applicants will please state briefly ast experience, salary expected, age, nationality and references. Replica treated in he stricted: Confidence. Give telephone to New York appointment. Fost Miles box 585, Philadelphia, Pa.

ADVERTISING SALESMAN. AN OPENING ON A MORNING PUBLICATION FOR A YOUNG MAN AB AN ADVERTISING SOLICITOR; STRAIGHT SALARY: NO COMMISSION. REPLY, GIVING FULL PARTICULARS AS TO EXPERIENCE, &C., TO 9 1829 HERALD, 16TH ST.

ACCOUNTANT—Young man to act as junior; state full particulars in own handwriting. W \$22 Herald, Herald \$40.

AUDITORS—Salary \$1,800 to \$3,000 under Civil Service examination Dec. 14; many hundred needed; we can coach you quickly. Address box \$48, Washington, D. C.

ARCHITECT—Large builder's office requires permanent service of architect to take full charge of plans, details, &c.; appleant must be familiar with modern high open the properties of the propertie ACCOUNTANT—Young man to act as funior; state full particulars in own handwriting.

W 322 Herald, Herald sq.

AUDITORS—Salary \$1,800 to \$3,000 under Civil Service examination Dec. 14; many hundred needed; we can coach you quickly, address box 348, Washington, P. C.

ARCHITECT—Large builder's office requires permanent service of architect to take full charge plans, details, ec.; applicant must be familiar with modern high policiant must be familiar with modern high class freproof apartment bounded in the class freproof apartment hounded and state past experience and general qualifications. Address R. A., box 363 Herald, Horald sq.

A CORPORATION wants ten high power salesmen to sell an issue of its preferred stock. Tel. 384 Worth.

B O O K KEEPERS—CLERKS.

Qualify in 50 to 80 days to make \$50 to \$50 spare time helping handle income tax work time helping handle income tax work relations in the helping handle income tax work relationship known firm of certified public antionally known firm o tock. Tel. 384 Worth.

BOOKKEEPER.

Biderly man; Christian preferred; state alary and qualifications. F 1574 Herald.

OOKKEEPER, assistant, accustomed to ladger work; must be accurate at figures so beginners); salary start \$15; state age, sferences. B 1156 Herald, Fulton st.

BOY wanted (Christian) by importing house of malines and nets, &c., for stock order department; one having experience with velling house preferred; salary to start \$18; good opportunity; state particulars and references. L 282 Herald, Herald square.

BOY for office work, 8 A. M. to 6 P. M. Addeess, with references and salary expected. R 211 Herald, Herald square.

BOY, bright, Christian ward, the collections of the collection of the collect OY, bright, Christian, wanted in woolien commission house. Address, stating salary spected, P. O. Box 291 Madison Sq. Station.

expected, P. O. Box 391 Madison Sq. Stating ealisty expected, P. O. Box 391 Madison Sq. Station. BROKER having stock salesmen to quickly sell large block of stock in reputable, established, dividend paying corporation; illustrated the sales of the sale

ticknowledge commercial law and collection agency methods; capable to details large number claims with ag; will pay salary and commission entions; state age, experience and expected, V 548 Horald, 280 B'way, SPONDENT, aspectations. inctions: state aprendictions: state aprendictions and state aprendictions.

MAN OR WOMAN wanted, salary \$36 full time, 75c, an hour spare time, selling guaranteed healery to wearer, experience unnecessary. INTERNATIONAL MILLS, A126, Nouristown, Ph.

COUPLE—For apartment uptown, West Side; family 3 adults; Christians; wife good cook; husband for houseman and dining cook. Please address; stating experience and wages, permanent, E 1433 Herald, Ful-

COUPLE, white; butler, chauffeur, cook; en-tire charge; family two; Mount Vernon; in-terview lady. Room 805, 17 West 44th. OUPLE, white; wife as cook and laundress man as useful butler, at Great Neck, N. Y. hous Rector 2797.

DESIGNER — Carpet designer's assistan wanted, good copylst, with experience is list line only. Engeldrum, 1910 Webste ye, Troment.

this line only Engeldum, 1910 Weester Ave., Tromient.

DISTRICT SALES MANAGER WANTED—
We are prepared to lay before you a most interesting proposition to make money; you must have been or are not a top notcher in handling washing machine rales, otherwise you won't interest us. Write fully in atrict confidence, your experience and the territory in which you are operating.

Globe Mrs. Company, Perry, lews.

DRAUGHTSMAN, ARCHITECTURAL, familiary with interior and designs, op-

DRAFTSMAN, all round, experienced on apariments; opportunity. It 2279 Herald,

ENGINEERS.

In addition to your engineering talents if you have SELLING ability we can make you a proposition in which there is no limit to the amount you can earn or now high you can advance your care. HELP WANTED-MALE.

and Brkyn.

FORWARDERS and finishers wanted for edition bindery, forty-eight hours, open-shop, no strikes. Apply WILLIAMS PRINT-ING COMPANY, Richmond, Va.

"GREETING CARD SALESMEN."
We have Southern territory open for 1922 for a man who has had experience in selling greeting cards and accessories to the large jobbing, department store and stationory trade.

Our line is complete in every detail and embraces Engraved, Hand Col-ored and Proces Printed Greeting cards and access es for the Holi-days, and for all casons and oc-

We are interested only in men who have sold such lines before and who can produce the best references and records of their past performances. Liberal commission arrangements. Apply at once, Y 2008 Herald, 16th st.

We will develop you according to your ability with a view to making you a sales manager and giving you a share in the earnings of the salesmen who are working under you.
This is an unusual opportunity
for men of ambition and sales strength.
For full particulars read our half column advertisement elsewhere in this section headed
"SALESMEN-I LOCKED FOR A JOB ONGE-LISTEN TO MY

MAN-AT ONCE.

A large corporation has an opening for a man from 30 to 40, who is honest clean cut, ambitious, who is carefully looking about to better his position permanently, with a desire to be connected with an old established, substantial, high class business and carn \$75 a week and upward. This position carries with it unlimited posibilities for future advancement. If you have made good in your present or last position and feel you measure up to our qualifications, call Room 301, 160 Pearl st.

Good future and managerial position offered to a man of good character, and personality; must have sufficient selling ability to represent a ligh grade proposition of established manufacturing company; immediate cash returns for producer. R 2291 Heraid, Heraid sq.

MAN, publisher's manufacturing, take charge of Catholle magazine and books, must be experienced in editorial, proofreating and in book manufacturing. Address, stating religion, references relating to capability, character and salary, E 1265 Herald, Pulton st.

OUPLE, first class cook and butler, French proferred, or cook and chambermaid-waiters, friends, to take entire charge, small mily. Apply 75 East 90th st, second floor ast, Sunday afternoon or Monday forenoon.

Sunday afternoon or Monday forenoon.

Address 10:2 485. Maldson 89. P. O.

MENT IF YOU READ THIS AD IT SHOWS YOU ARE TRYING TO BETTER YOUR CONDITION—THAT IS IN-TELLIGENCE. IF YOU WILL CALL, IT IS EVI-DENT YOU HAVE APPLICATION. THESE QUALITIES ARE NECES-SARY FOR ANY SUCCESS. EXPERIENCE IS NOT ESSENTIAL. WE WILL TEACH YOU THAT AND COMPENSATE YOU WHILE LEARNING.

Call Mornings, between 10 and 12, MR. BROWN.
UNITED STATES LEASING CORP., 280 MADISON AV. BUITE 508.

MEN WANTED.

Are you willing to sell a small amount of securities to create a permament connection with an old established business? If so, call at offices of Hy-drex Aspirate Products Corporation, 170 Broadway, New York, room 714.

MEN-REAL HUSTLERS make \$5 daily first week, \$15 to \$25 daily second week and more afterward, investigate. Hoom 1101, 45 West 32d st.

MEN!—You always wanted big money; here it is: \$16 to \$32 a day hossible; new patented aluminum handle cuttery set; you simply display set and write order; we deliver and collect; pay you daily; experience unnecessary; sample free; try it out. Jennings Mfg. Co., set 455, Dayton, Ohio. MEN heiding executive positions in the motor industry to-day are usually men who went the fer company when it was young such a opportunity is presented to men of 25 to be years. Call personally from 9 A. M., P. M., Monday, or write Rolsey Motor Co., West first.

Two intelligent, ambitious men over 25.
Call Monday or Tuesday morning at 10, 70
bith av. Room 611.
MEN-Growers of dependable stock want 527 W. 134th.

We are searching for men who have proved to themselves that they have selling ability greates. We were selling ability greates the wear selling ability greates. We were selling ability greates the wear selling ability greates and given them a liberal commission on the individual earnings of the corp of salesmen working under them. Ours is one of the real opportunities that occur but seldom—Full particulars are given elsewhere in this section in our half column advertisement headed "SALESMEN-I LOOKED FOR A JOB ONCE—LISTEN TO MY STORK."

OII, salesmen familiar with consuming and garage trade, Jersey City, vicinity, to sell motor oils and gasolene: commission basis state experience. A E24 Herald; 280 B'way.

PAINT AND VARNISH SALESMAN A well known manuscuturer has an opening for an industrial salesman in Greater New York, also Connecticut; must understand the line and one with a good acquaintance; full particulars and salary to be stated in reply, and will be confidential. O 1235 Herald, Fulton st.

PERFUME SALESMAN wanted, must pos-sess ability and willing to work on strict commission basis, acquaintance with drug and department store trade necessary. APOLPH SPISHLER, INC., Rochester, N.

PIECE GOODS BUYER.

REAL ESTATE SALESMAN, MUST BE EX-PERIENCED AND SUCCESSFUL ON THOROUGHFARE AND CHAIN STORE LO-CATIONS: GIVE DETAILS IN WRITING: EXCELLENT OPPORTUNITY FOR QUALI-FIED APPLICANT. TANKOOS, SMITH & CO., 11 JOHN ST.

NEAL ESTATE.

Toung man wanted in Grand Central zone
ffice; knowledge of sales and rentals; give
uil particulars. L 2219 Herald, Herald sq. RENEWAL clerk, thoroughly experienced in checking and rating all forms of liability and compensation policies, by a large casualty company; state age, salary desired and full particulars of previous experience; undeal opportunity for a competent person. H. M., 630 Herald, 280 Busy.

-SALESMEN

We need several clean cut, vigorous men of unusually good appearance; we prefer men of college education who have the ability to talk convincingly and get a decidence.

The work consists of selling a practical management service in the industrial field; it is interesting, wholesome and highly remunerative; our organization is well known and substantially established: there is a permanen place for you if you can convince us that you can sell; salary and commission.

INDUSTRIAL EXTENSION INSTITUTE,

9 East 45th St.

We want a few high speed men of integrity and selling ability to come in and duplicate the success come is and deplicate the success of other salesmen now here who are earning \$12.000 and better. This is an exceptional opportunity with the possibility of important promotion and permanency. If you are interested in increasing your income and selling something that is really "BIG" Read our half column advertisement elsewhere in this section headed headed
"SALESMEN-I LOOKED FOR A
JOB ONCE-LISTEN TO MY
STORY,"
and write immediately.

SALESMEN WANTED
FOR PENNSYLVANIA WEST VIRGINIA
FOR HIGH CLASS LINE OF LADIES' AND
MISSES SWEATER COATS FOR DEPARTMENT AND SPECIALTY STORES; ONLY
THOSE WHO HAVE A GOOD POLLOWING
NEED ARTLY; GIVE ALL INFORMATION
IN YOUR FIRST LETTER, SAME WILL
BE KEPT CONFIDENTIAL; COMMISSION
BASIS. BOX 4A, IIII ST. PAUL BUILDING, N. Y.

SALESMAN WANTED.

Good future and managerial position offered to a man of good character and personality; must have sufficient selling ability
to represent a high grade proposition of
established manufacturing company; immediate cash returns for producer. L 2105
Herald, Herald sq.

Francisco, Gal.

SALESMEN.—Stock, wanted to sell issue of company publishing a new Wall St. newspaper proposition; is backed by men of recognized standing; desire men of the highest type; live leads furnished; liberal commission. Address, giving full particulars, G. P. O., Box 407 N. Y. city.

First class only; Al proposition to good men; give references and previous lines. R 2275 Herald, Herald sq.

SALESMEN-Young men, technical educating preferred, to represent established No York city concern manufacturing a line atcel specialties used largely in industrial plants. Write fully and confidentially, ging complete data of your qualifications a experience. Y 2079 Herald, 16th st. SALESMEN—The greatest opportunity of the day with a lifelong connection and highest returns is offered by a new company whose unusual product has a worldwide market with no competition; highest commission; security. Hasbrouck, Smith & Co., 55 West 30th, st.

SALESMAN of good standing in his community to take orders for trees, shrubs, roses, vines, bulbs, old fashioned flowers, Permanent. High commissions paid weekly, No delivering or collecting. Write to-day. First National Nurseries, Rochester, N. Y.

reliable salesman; commission weekly; ne delivering. Brown Bros. Nurseries, Rochester. N. V.
MERICANTILE agency reporter for special agency; state age, experience, salary de sired. Box E 1167 Herald, Fulton st.

HELP WANTED-MALE.

SALESMEN. It isn't the chance the other fellow gives us, it is the chance we give ourselves that brings us success.

because they spend so much time and energy WAITING for some one to give them something they THINK they have earned. They are depending on some one else to do something FOR them.

Don't do that. You CAN'T control the other fellow, but you can control yourself. If you aren't as successful and happy as you want to be ask the fellow under your own hat what's the reason. Keep on ask-ing until you find out and then ACT.

The Business Builders has unwho have made up their minds that success will come to those who DESERVE success and are WILLING to put ALL they have into the job of winning.

The whole story of the Business Builders will be told at 2 P. M. and 8:30 P. M. In order to attend you should register 15 to 30 minutes prior to the time of starting these meetings. You owe it to yourself to find out for yourself why the Busi-ness Builders means so much-so very much-to so many. And what it might mean to you. Our reception room is on the

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC., An institution conducting a practical school for developing and training District Sales Managers and Sales Executives for growing sales forces—lis members carning while learning, selling the securities of going, growing American industrial corporations on commission basis.

12th and 13th Floors, Knickerbocker Building, 42d St. and Broadway.

For Evening and Part Time. Working evenings only, earned one of our salesmen \$203.13 in 3 weeks. Yet he is just an average man who has taken advantage of the splendid Busi-ness Bullders' Training Classes for Salesmen.

Good security salesmen earn commissions of several hundred dollars a week. They are just average men like you. They learned sales-manship. So can you.

We have splendid evening training classes for those who are employed during the day, and who want to earn more

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC. 12th and 18th Floors Knickerbocker Building 42d Street and Broadway

MANUFACTURERS OF A STAPLE COMMODITY ARE INCREASING THEIR SALES FORCE AND WILL CONSIDER APPLICATIONS IN WRITING, WITH REFERENCES AT-TACHED: SALARY AND COMMIS-AVAILABLE: WORK TO START IM-MEDIATELY AND MUST BE READY TO GO TO ANY PART OF THE COUNTRY FOR PERMANENT RESI-DENCE, ADDRESS BOX 7, 717 ST.

SALESMEN.

A national real estate organization is opening high class resident
developments in leading cities, and
therefore has unusual openings in
its various districts for men between 35 and 45 years of age with
natural selling ability; these positions require experienced men who
must have earned at least \$2,000
a year, to take exclusive selling
rights of developments, on a liberal commission basis; business
will show, in proper hands, a
larger income than we care to
quote in this advertisement; our
properties are thoroughly developed under our own staff of engineers and architects; you will receive a complete training in our
methods; experience in this line
not necessarily essential if you
have handled customers accustomed to purchasing from \$3,000 to
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to sell our 5½ ton MACK trucks, 5 ton PIERCE ARROWS, 2 ton DEARBORNS and other good trucks at very low prices; liberal commissions paid. Apply Mr. Roslam, Truck Co. of America, 1681 Broadway, at 55d st.

SALESMEN wanted for mechanical line now used by large and small industries, alre-wholessiers and jobbers; selling plan such to greatly aid salesmen; Manhattan and Bronx; sritcity commission basis. A 532 Herald, 280 B'way. SALESMAN wanted, Christian, to sell men's wear goods; one acquainted with New York and Philadelphia market preferred. Write, giving experience and salar, desired, E 1144 Herald, Fulton st.

SALESMEN-Make \$300.00 to 00.00 per month distributing Speedoline; manent work; exclusive territory; free. Write for particulars. SPE CO., Dept. 120, Dallas, Texas. OLINE SALESMEN, streetmen, agents, joi 25 cent "Vacuum Arrow Gun": 192 KEANE, 80 Nassau et., Room 515, o and price list, 25 cents. SALESMEN—Oil gauge for Fords; r able new favention; sells on sigh profits casy; exclusive distributers w Address Sales Mgr., 8100 Sta. C. Omahs SALESMAN,—Manufacturer of cutter machinists' tools wants experienced in these lines; give ago, experience and ary wanted. E 1151 Herald, Fulton et. SALESMAN, automobile, only those who have had experience and are live and not atraid to work need apply. Voyce Motor Co., 248 South Brendway, Yonkers.

HELP WANTED-MALE.

AIR TRANSPORTATION.

WE ARE THE ARGEST EXCLUSIVE MANUFACTURERS OF LIGHTER-THAN-AIR CRAFT IN AMERICA AND HAVE A PLANT IN SUCCESSFUL OPERATION IN NEW HAVEN, CONN. WE ARE EXPANDING OUR BUSINESS TO BUILD AND OPERATE THE NEW YORK-CHICAGO

YES, WE FURNISH LEADS. CALL MONDAY AT 1:80 P. M.

251-255 FOURTH AV., COR. 20TH ST.

SECURITY SALESMEN. Good security salesmen earn commissions of several hundred dollars per week.

We have excellent training classes for men who want to learn. Call on the 12th floor.

Frankly I couldn't conceive that a man could get a really worth white position in a clean, legitimate business through a newapaper advertisement. I was very skeptical, by investing perhaps thought, by investing perhaps them in minutes of my time and a two cent stamp to write a letter.

I discovered that the company was headed by men of the highest personal interfity, that they were doing an eminently worth while and profitable business and that all departments were pervaded by a spirit of clean, straight-shooting activity.

Was trained in less than a week. Started out the next week and in that first week earned for myself \$146.

It is now nine weeks since I started work. In those nine weeks I have made exactly \$2,540, which is an average of \$280 per week. And—I have tremendously enjoyed the work. I almost missed this opportunity by debating whether or not to spend a few minutes writing the short letter that put me in touch with it.

So I thought possibly a true, frank letter written by a man who nine weeks ago was reading an advertisement in the same mental attitude as you are to-day ggading this, might help you to do what I dld. Wrote a letter; investigated the opportunity by appointment; joined the organization and am to-day happily making much money and building a permanent future for myself.

permanent future for myself.

Now you have heard my story.

I have stated facts only.

If you will come and look me
over-you will see that I am not
a wizard-that I have no extraordinary ability-and the only
reasons that I succeeded was that
the proposition I had to sell was
right and COULD be sold-the
company behind was favorably
known and I myself started out
in earnest and kept on workingIf you could pep yourself up to
the point where you can make a
hig effort for big money—
Then write me a letter stating
when you would like to call and
I will put you next to the proposition and personally help you in
every way that I can.

Remember—I answered an adver-tisement—just like this one and did not know any more about the proposition than you know ut-within less than three months I am averaging around \$15,000 I believe that if I can do it—you can do it. And just as soon as you have demonstrated your ability—you will be promoted to a real executive position where your carnings will more than satisfy you and where your further climb will solely depend upon your own ability.

Consider that all in the world that I ask you to do is write me a letter—and writing one letter more or less will not mean much to you. Just a few lines and tell me something about yourself. That's all I want.
Go ahead and write it and I promise you you will not be disappointed. Strongely yourself. Sincerely yours, W. H. W.

R 210 Herald, Herald sq.

SALESMEN.

Be a MAN. On a MAN'S job, With a MAN'S income.

A few men over 25, with or without previous sales experience, will be trained to earn from \$3,000 to \$10,000 a year. The only requisity a year absolute willingness to work har

SALESMEN-Men over 23 years of age who desire to connect with a real organisation will find it to their advantage to call for full particulars at 85 Maidean lane, entire 2d floor; no special experience necessary, just an honest desire for advancement; must have good reputation and references. Act for Mr. Vaughn, 83 Maidea lane, entire 2d floor, between 10-12 and

SPORTING GOODS. DAVEGA, 111 EAST 42D ST.

- SALESMEN.

CONNECT WITH THE ONE NEW BIG BUSINESS IN THE WORLD TO-DAY,

SCALE mechanic, erection and repair man-state experience and salary. Standard Scale and Supply Co., 145 Chambers st.

Good security salesmen are just average men like yourselves. They had to learn the business, So cau

JAMES W. ELLIOTT'S BUSINESS BUILDERS, INC.

SECURITY SALESMEN.

We are now offering a wonderful, going industrial proposition that will stand most rigid investigation; will make liberal commission arrangements with men who can show record for production; will also allow liberal overhead for men who can attract and manage their own crews; all this issue requires is intelligent representation. Live leads and close cooperation.

SEE MR. TRACY, SUITE 1200, 160 BROADWAY. PHONE 2869 CORTLANDT..

SECURITY SALESMEN.

Established firm offering a high grade security now yielding I5 per cent., many strong unique features, requires experienced salesmen; ample live fresh leads; liberal commission; permanency; advancement to managerial position. Call between 10 and 12 A. M., Harris, Mears & Co, 72 Trinity piace.

SECURITY Salesmen—Unusual opportunity for those who can qualify to join our permanent sales organization, selling securities in one of our greatest industries; excellent cooperation and stockholders as leads. Calibetween 9:30 A. M. to 6:30 F. M., suite 308, 16 East 40th st., New York city.

SECURITY SALESMEN
with telephone experience can make a permanent connection selling listed securities; live newspaper leads are furnished and every coperation given; unusual opportunity for the right man; letters treated in strictest confidence. Write Box O., room 201 Annex, 120 Liberty st., New York.

SPECIAL REPRESENTATIVE

Is wanted permanently for metro-politan territory with a large con-cern placing contracts. AN UNLIMITED FUTURE—FINANCIAL BACKING.
NO EXPENSES.
FOR A SALESMAN WITH SUCCESSFUL RECORD ONLY.

> J. H. HUNTINGTON. :18 West 44th St Room 605. Before 1 o'cleck

SOLICITOR, insurance; man experienced in insurance work for position as district manager in city in New Jersey. R 212 Her-ald, Herald eq.

SPECIALTY salesmen wanted; men who can sell high grade oil atock; must be able to furnish the best of references; liberal commission paid. Gall in person at E. A. Crozler & Go., 103 Park av., N. X. C.

SPECIALTY salesman to assist Eastern representative of a California corporation; taker; good address, energetic and good carning capacity. E 1155 Herald, Fulton st.

> STENOGRAPHER AND

OFFICE ASSISTANT. OFFICE ASSISTANT.

A LARGE NEW YORK DEPARTMENT STORE WISHES TO ENGAGE A YOUNG MAN, 21 TO 24 YEARS OF AGE, FOR A POSITION AS ASSISTANT TO THE SECRETARY OF THE VICE-PRESIDENT AND GENERAL MANAGER. THIS POSITION PRESENTS EXCEPTIONAL OPPORTUNITIES TO A BRIGHT CLEAN CUT AND AMBITIOUS YOUNG MAN WHO IS AN REFICIENT STENOGRAPHER AND CAPABLE OF HANDLING OFFICE DETAIL. ADDRESS, STATING EDUCATION, AGE, EXPERIENCE AND SALARY EXPECTED, TO BOX 279, 299 CABLE BUILDING,

STENOGRAPHER, (pplst, ambitious young man; good opportunity for one willing to work bard to become confidential assistant. Address, stating experience, sac, references, salary expected, P., O. Box 453, City Hall Station.

STENOGRAPHER-Bright young man, quick accurate; Noiseless operator; chance for advancement. Call 9 A. M., 137 Reade st.

STOCK SALESMAN. AN ESTABLISHED INVESTMENT

HOUSE HAS OPENINGS FOR SEVERAL GOOD STOCK SALES-MEN TO SELL AN 8 PER CENT. CUMULATIVE PREFERRED MON; GOOD COMMISSION AND LIVE LEADS, CALL AFTER 10 O'CLOCK MONDAY, ROOM 86, 45 PINE ST.

STOCK Salesmen.—Experienced high grade calesmen; attractive proposition; liberal drawing account and commission; reply with past record and references. R 2287 Herald, Herald aquare.

PRODUCED MAGAZINE offers subscribers PRODUCED MAGAZINE offers subscribers 10 to 40 per cent, savings on everything advertised in its columns, comprising forty different necessities every one wants, including many nationally known commodities; greatest inducement ever offered; through cooperation of advertisers, an unheard of commission will be paid on each \$2 subscription; method absolutely new; field untouched; excellent income; desirable future. Call 326 5th av., suite \$14.

FURNITURE WANTED.

FURNITURE WANTED — PAY FULL VALUE CONTENTS HOUSES, APART-MENTS; PIANOS, BOOKS, PAINTINGS, BRIC-A-BRAC, &C. TOBIAS, 120 UNIVER-SITY PLACE, STUYVESANT 1870. FURNITURE PAINT, NG & DECORATING

HAIRDRESSERS.

BRIDGE lessons given by a lady tutor. 511 West 112th. Cathedral 7938. INSTRUCTION-COOKING.

INSTRUCTION-DRESSMAKING.

FIANO instruction; special care to beginners; 50c. a lesson. Miss BERKOOY, 11 East 184th st. Phone Fordham 9049. INSURANCE.

ENTIRE stock of novelty jewelry to be sold at a sacrifice. Call all day Sunday until 5 o'clock, spariment 33, 152 West 188th st. PAWN TICKETS, DIAMONDS, ANTIQUES, FURS, SPORTING GOODS, &C. TRIGGER, 787 6TH AV. 5638 BRYANT.

LAWYERS. LAWYER McDOWELL, 799 B'way, 11th at, Worth 4260, night phone Morn, 1059. MACHINERY.

KNITTING MACHINE, 5 gauge, 34 inches fong, half automatic. HARLEM KNITTING MACHINE SHOP, 1952 Park av. Harlem 0028. LOGEMAN bale press, No. 3L, and 1 plat-form scale. Phone Greenpoint 4975: 248

MASSEUSES.

MASSEUSE, colored, license 28094, desires few more lady patients, McDONELL. Aud. 5396.
EXPERT, license 10040; Swedish masseuse; OBESITY, lactes only. Columbus 3914.

ORIENTAL RUGS. ORIENTAL Kirmanshab rug, 10x16; excep-tional bargain; would make ideal Christmas gift. River, 9579, or W 319 Herald, Herald

PAINTING AND PAPERHANGING. PAINTING, paperhanging, plastering, hard-wood finishing; contracting; reasonable

STEINWAY upright, rosewood case, Werten-Mignon attachment; 80 rolls of music, eje-gant cabinet and stool; sacrifice. Apply 344 Columbus av. Schuyler 8569. Commus ERCK & KIMBERLIN, 117 E. 34th st. Vand. 2638, also 374 Columbus av. Sch. 1297. Grands, Players, Uprights, sale and rent. WANTED to rent, baby grand plane, 5 or 6 months. Phone Rhinelander 8695, 9 to 12

PUBLIC STENOGRAPHER. TYPEWRITING-NELSON, 810 Lexington av., Manhattan, Tel. Plaza 5574. SPORTING GOODS.

HIGHEST prices paid for golf outfits, cameras, flelling tackle, binoculars, suns, nautical instruments, TRIGGER, 787 6th av. 5658 Bryant.

TYPEWRITERS.

THE TYPEWRITER EXCHANGE, 10 Barclay st. Tel. 4738 Barclay.

TYPEWRITING AND ADDRESSING.

BARGAINS!-\$15 up; rebuilding, traded, purchased, Basement, 300 W, 42d, Bryant WEARING APPAREL

WEARING APPAREL-MEN'S.

WHITEWASHING, painting, kalsomining, a.s. evening, all week, Circle 3065, JACKSON. An advertisement in the Lost and Found columns of THE NEW YORK HERALD offers a real possibility of

SALESMEN

Call at 8 P. M., 12th floor.

ONE OF THE OLDEST AND BEST

SALESMAN-Security, with clean record, references, own clientele to underwrite small lesue going industrial; exceptional opportunity for real producer. P 3072 Herald Herald ac.

SALESMEN.

SALESMAN to sell stock lesus for small manufacturing corporation; commission basis; permanent connections for hustler. Flynn Specialities Corporation, 4551 White Plains av., Bronx, N. Y. SALESMAN by a well known art needle work house, for middle West, with estab-lished trade and personal following in this line. L 2200 Herald, Herald eq

STOCK satesman having clientete to quickly sell largo block of stock in reputable, es-tablished, dividend paying corporation; lib-eral commission. P. Q box 4, Pennlyn, Penn.

Call 366 5th av., suite 514.

USED correspondence courses at less than half original prices; any school, any subject; for men or women; send for free price list of 1,000 courses; courses bought. Students' Exchange, 1996 Bruadway, New Tork,

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ALMOST new Berky & Gay Grand Rapids furniture; bargain price; small apartment; no dealers. Tel. Lenox 9647.

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HIGHEST VALUE PAID FOR misfits or slightly used evening and street frocks, furs, diamonds, jewelry, silverware; reliable, confidential. Est. 30 years.

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We specialize in hair hennan permanent waving; also ready to wear bobs. Miss ANNA, 2172 Broadway, Schupler 7513.

PERMANENT Hair Waving—Hairdressing—Exclusive, Original Invention.

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LIFE insurance policies purchased issued by the Equitable, Mutual and New York Life, maturing 1921 to 1925; lapsed policies reinstated. Rector 5928, THOMPSON, AUSTIN & CO., 141 Broadway.

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ALL manuscripts copied; very reasonable rates; home work; addressing \$2.75 per 1.000; good work. Midwood 8030W. TYPEWRITERS AND SUPPLIES.

SPECIAL holiday sate of sample dresses, less than cost. MADAME IRENE HOR-VATH, 241 5th av. Madison Square 4949. WEARING APPAREL-FEMALE.

WEARING APPAREI-FEMALE.

DIRECT from Paris this month, new skunk and ermine cape wrap, 30 inches long, scalloped bottom, \$300; also Irish crochet boudoir Jacket, 35 inches long, \$75. Call at tags, 1556. Froadway. Pione Audubon \$250, apartment 42.

NEW, genuine Hudson seal doiman, 48 inches long, 60 inches around skirt, length of collect 21 inches, bust 42-44, long eleeves, seen after 9 all day; an dealers; cost \$800; sacrifice; bargain, Wadsworth 5579; 601 West 162d, apartment 315.

GENUINE broastail cost, akunk trimming; very reasonable. Phone, before 10 A. M., for appointment, Schulper 1375.

PLECTRICIAN wanted; make money in four spare time; to can help you make to weekly. E 190 Horald, Herald eq.

salary expected. St. Maurice, E 1166 Herald. Fulton st. Pulton st. CODE CLERK—Must be thoroughly experienced in coding and deciphering complicated cables; in reply state age, experience and salary expected; give references. Importer, E 1160 Herald, Fulton st.

Ve want a confidential representative in your school, Must be a man with the taste and discrimination to enjoy the best pipe ever made. Without any active soliciting you can make a good income every week by casually introducing the only bite-lees, "goo-less" pipe to your friends. Every smoker will want this comfortable briar on slight. Write to-day. C. S. Zimmerman & Co., 250 W. 57th st., N. Y. City.

COLLECTIONS manager for forwarding department large credit and adjustment corporation; knowledge commercial law and modern collection agency methods; capable handling details large number claims with

PLE—Man must be efficient butler and et and be able to take care of gondles apartment; wife must be high class maid, with a thorough knowledge of g; both must room and board out; age, nationality and calary expected.

On St.

COURTLE (man and wife, Finnish preferred)
as cook and butler to take entire charge
Except laundry; \$100 a month; references required, Goodhard, 176 Overlook Circle, New
Rochelle, New Rochelle 3726.

Phone Rector 2707.

Phone Rector 2707.

COUPLE—Woman expert cools, man do general work around house. Apply Monday between 9-12, 57 West 736.

CREDITS ON COLLECTIONS.

Large wholesale house requires assistant control of the control

Man capable of taking off quantiel a, hist-ing rull work and making F. E. working de-tails. The Anderson Lumber Company, Pas-

EXPERIENCED working Manager on Home Savings Bank contracts, Southern territory. References absolutely necessary. C 1699 Her-ald, B'klyn.

INCOME TAX WORK.

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MANAGERS. If you are not satisfied with your present earnings and believe that you have the selling ability to undertake a much bigger proposi-

STORY," And write us immediately.

MAN.—Retired business man, tiren of doing nothing, wishing to add materially to his income without the restraint of office hours, can connect with concern of national reputa-tion. Address P. O. box 87, Station D.

ark. N. J.

MEN-New Jersey concern would like to meet
a high grade man of character and exceptional all round business experience to act as
special representative in Greater New York
or Greater Newark; we do not sell stocks or
londs; position pergoanent. Call in person
only at 128 Market at., Newark, N. J.

MEN.

Two intelligent, ambittlous men over 23.

HELP WANTED-MALE.

OFFICE EXECUTIVES.

CO., 11 JOHN ST.

REAL ESTATE and builder's office requires
the permanent services of an ATTORNET:
previous experience in this class of work
desirable, but not essential. Address M. S.,
363 Herald, Herald sq.

SALESMEN.

SALESMEN.
PHOTOGRAPHIC MOINTINGS, MUST
HAVE ACQUAINTANCES WITH
PHOTOGRAPHIC STUDIOS: STATE
TERRITORY COVERED: GOOD POSITIONS FOR BRIGHT SALESMEN:
GIVE FULL PARTICULARS, WHICH
WILL BE TREATED CONFIDENTIAL. Y 2072 Herald, 16th st.

SALESMEN—We require two additional salesmen in our new business department, selling a service to investors, which enlightens them as to the true value of their stock and bond holding, and places at their disposal a source of information on any security they contemplate purchasing, drawing account and liberal commission. R 642 Herald, 280 Broadway.

Company desires services of salesmen to sell high class winter beverage as side line; excellent proposition; permanent connection. Write A. C. Wilshire, 238 Jackson st., San Francisco, Gal.

HELP WANTED-MALE.

"I LOOKED FOR A JOB ONCE-

LISTEN TO MY STORY"

For many years I have struggled along-filling one job and another, some big and some small—but mone taking me where I wanted to go, I always had BIGGER ideas—and kept my cyelids pinned way back watching for some opportunity big enough to give me a chance to put over something worth while.

I FOUND IT——And I have two reasons for wanting to tell YOU about it. First-because I am good fellow enough to pass a good thing along—And Becond—because I owe it to my company to help them get a few more good men.

I am not being paid for telling this story—and I give you my word that I have nothing to gain by it in any way.

Last September I read in the Sunday Times an advertisement by this company, just as you are reading this advertisement. It claimed that an opportunity was open for men to become identified with the company's sales department and to make a permanent connection with an earning

nent connection with an earning possibility of \$10,000 a year or

Here is what happened: Joined the organization on September 22nd-virtually a greenhorn at selling of any kind.

MUST BE EXPERIENCED IN SHALLING ICE BRATES AND SHOES AND GENERAL SPORTING GOODS; COOD SALARY TO MEN WITH EXPERIENCE AND INITIA-TIVE.

Co. 246 South Broadway, Yonkers.

SALESMEN—Printing, 2 young men, with trade, for hustling concern; satisfactory parties good arrangements will be made.

E. K. 619 Loneagore Bidge.

SALESMEN—Side line: easy selling line work house, for middle West, with established trade and personal following in this line. It 200 Herald, Herald sq.

SALESMEN—Side line: easy selling line work pants. Advertised, Light samples, 200 Herald, Herald sq.

SALESMEN—Side line: easy selling line work pants. Advertised, Light samples, 200 Herald, Herald sq.

SALESMEN, Side line: easy selling line work pants. Advertised, Light samples, 200 Herald, Herald sq.

SALESMEN, cornelled, Herald sq.

SALESMAN, under 30, with some knowledge of the wholesale dry goods trade; must be compared to the state of the wholesale dry goods trade; must be compared to the state of the wholesale dry goods trade; must be compared to the state of the wholesale dry goods trade; must be compared to the state of the wholesale dry goods trade; must be compared to the state of the state

WANTED TO ESTABLISH ACCOUNTS FOR A LARGE TAILOR TO THE TRADE HOUSE; MENTION AGE, EXPERIENCE AND SALARY. R G 813 HERALD, HERALD SQ.

YOUNG men wanted for electrical work and electrical testing; age over 18; steady employment; inter-esting work. Previous experience not necessary. When answering please give the following informa-tion: Age, weight, education and previous employment, if any. A 541 Herald, 280 B'way.

YOUNG MEN.

AN OPPORTUNITY TO ENTER THE ADVERTISING DEPARTMENT OF A MORNING PUBLICATION TO YOUNG MEN OF EDUCATION; INTIAL SALARY \$15. REPLY, STATING AGE, EDUCATION AND PAST BUSINESS CONNECTIONS, TO Q 1840 HERALD, 16TH ST.

YOUNG MEN-Large wholesale mail order corporation can use in their dry goods division 3 young men between ages of 24 and 30; those who have had previous experience in men's wear, gloves and white piece goods preferred, aithough not essential; these positions lead directly to department managership and we want only men who possess initiative, tact and the ability to do big things; if you believe you can qualify reply stating age, saiary expected and previous experience and it employed now. A 546 Herald, 280 Broadway. 16-20 years; must be bright and ambitious for office work in woollen concern; good opportunity for bright young man; best of references required; state salary expected. W 323 Herald, Horald sq.

YOUNG men wanted; many business hustlers every county New York earn splendid, ages income by helping me increase private Fior-ida orange trade; a pleasant, mighty lucra-tive connection; write quick. Direct Orange Service, West Palm Beach, Fla. YOUNG men, Spanish students, attending university technical schools, for transla-tion work. L 2234 Herald, Herald sq. YOUNG man, high school graduate, wanted machinery office, filing and general office work; good opportunity; state age, salary wanted. E 1950 Herald, Fulton st. YOUNG man learn new business; experience unnecessary; we teach you how to make \$50 weekly. Y 190 Herald, Herald sq. YOUNG man in real estate office to take charge of property and collect. Address stating age, K., room 32, 55 Broadway.

YOUNG man, some knowledge of books and retail lumber experience; references and salary expected. O 1858 Herald, Hariem.

"Conditions point to an enormously in-creased demand for traffic experts within the next six months; salaries will range from \$3,000 to \$20,000 a year." A system has been devised by a group of traffic specialists to fit men for this growing need. growing need.

By this system, without interfering with your present work at all, you can qualify for this splendid profession in a few short meetis.

short months.

Find out about it. Call or phone for information or write Dept. H-5. No obligation.

LASALLE EXTENSION UNIVERSITY, 114 W. 42d st., N. Y. C. Bryant 8920

BRICKLAYERS, carpenters and builder wanted; send for free book, "How to Rear

TRAFFIC MANAGER.

wanted: send for free book, "How to Read Blue Prints": no charge; write to-day Charles W. Morey. Supr., 1521 Chicago Tech. Bidg. Chicago, Ill. EARN \$25 weekly spare, time writing for newspapers, magazines; experience unnecessary; details free. Press Syndicate, 379. St. Louis, Mo.

GOVERNMENT auditors for income tax revenue service; salaries \$1,800 to \$3,000; write for free information. Federal Institute, room 103, Washington, D. C.

MEN-Ago 17 to 55; experience unnecessary; travel; make secret investigations, reports; salaries; expenses. AMERICAN FOREIGN DETECTIVE AGENCY, 507, St. Louis.

MEN to qualify for railway station and of-MEN to qualify for railway station and of-fice positions; experience unnecessary; transportation furnished. Write BAKER, Supt., Dept. 466, Wainwright, St. Louis, Mo. MEN wanted to qualify for firemen, brake-men; experience unnecessary; transporta-tion furnished. Write W. Boggess, St. Louis, MEN wanted for detective work.

MEN wanted for detective work; experi-ence unnecessary. Write J. Ganor, former Govt, Detective, St. Louis. LEARN linotype: earn \$5,000 yearly; larges school in existence; J.000 have attended; investigate. Empire School, 133 E. 16th. EMPLOYMENT AGENCIES.

THOSE out of employment or wishing to increase present income communicate with Chantauqua Commercial Agency, Jamestown, N. Y. Help Wanted Male-Dor COUPLES, cook-butler, cook-useful man. Wettler's Agency, 20 West 43d st. TELEPHONE DIRECTORY

Help Wanted Male-Com

PORTUGUESE chintz, beautiful patterns: Just arrived from Portugal; very reason-able, M. G. GUERRA, 500 5th av., room 204D. CHIROPRACTOR. DR. TARSY, 164 Monroe st., Brocklyn, spe-cially for chronic, "incurable" diseases 2-7 P. M. Phone Lafayette 1549J.

CHRISTMAS SUGGESTIONS.

TEXAS PECANS, thin shell varieties, Xmas presnis; 5 lb. for \$2.25, 10 lb. \$4.25, 25 lb. for \$10, prepaid. J. RAINEY, San Saba, Tex.

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CLOCK and two brass candelabra, style Louis XV. Inquire at Valet Club, 132 W. 48th st.

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IMPORTED canaries in full song, \$5, NA TURE'S FRIEND, 2021 Boston road (177th)

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Superfluous Hair Artist.
scientifically removes hair by the latest
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Each case a special study.
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SUPERFLUOUS HAIR. moles, &c., painlessly destroyed forever, multiple needle method; call for demonstration. ESTELLE BRODA, 21 East 40th st., New York, Phone Morray HIII 1835.

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MODERN society dancing, acethotic exercise
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Private lessons daily. Classes every svening

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